

Defense and Security Market Update



Market background information for U.S. exporters looking for opportunities to supply goods and services for the defense and homeland security industries

in

AUSTRALIA



Welcome to the seventh issue of *Defense Focus*, incorporating news items from the defense and security markets in Australia. This newsletter is produced for U.S. companies interested in the possibility of exporting their products *Down Under*. If you do not have an existing business relationship with one of the thousands of local companies representing and distributing American products throughout Australia and New Zealand, check out our web sites at URL: www.buyusa.gov/australia and www.buyusa.gov/newzealand. There you will find information about our services for exporters, including market information, partner searching, appointment schedules and background checks. You can even list your company, with graphics and links – see '**Featured U.S. Exporters**' in the sidebar.

In this issue

Maritime surveillance; CBRN Center; National DNA Database; U.S. Defense Trade Treaty; Recent Tenders; Abrams get tick; Online defense recruiting; Insights; ADS-B; Wideband Global Satcom; Overlander; Recent company items; Austrac; Potential local partners; Trade events.

Good hunting!

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Maritime Surveillance Capability

The Australian Government has given first pass approval for AIR 7000 Phase 2 – a \$3 billion project for The Australian Department of Defense to acquire a manned Maritime Patrol and Response Aircraft. The manned capability, in conjunction with the Multi mission Unmanned Aerial System, Phase 1, will replace the Orion AP-3Cs due to retire in 2018. The Department will begin formal negotiations with the USN on the cooperative development of the P-8A Multi-mission Maritime Aircraft.

Countering CBRN threats

Australia's Attorney General and the Australian Federal Police Commissioner have opened the Australian Federal Police's Chemical, Biological, Radiological and Nuclear (CBRN) Data Center in Canberra. The CBRN Center is designed to boost Australia's capability to combat the international threat of CBRN terrorist incidents. The Center will collect and analyze information on CBRN incidents and threats throughout the world and will support technical, investigative and intelligence activities by Australian federal and state authorities.

The Center is based on the Australian Bomb Data Center, which collates, analyzes and disseminates technical intelligence on explosive devices around the world.

National DNA Database

The Australian Minister for Justice and Customs has announced that seven out of Australia's eight States and Territories will match DNA data using the National Criminal Investigation DNA Database run by CrimTrac. CrimTrac is the agency established specifically to achieve this cooperative approach. Victoria recently signed the agreement and New South Wales is expected to do so shortly.

CrimTrac's National Criminal Investigation DNA Database contains profiles from samples collected at crime scenes and from convicted

offenders. It enables police and forensic scientists to:

- Compare DNA profiles from crime scenes with profiles of convicted offenders, immediately identifying potential suspects where matches occur
- Compare DNA profiles from convicted offenders, and where legislation allows, compare suspects with profiles from unsolved crime scenes for which they may not previously have been suspects; and
- Match DNA profiles from two or more unsolved crime scenes, thereby linking seemingly unrelated police investigations.

AUSTRALIA - U.S.TREATY ON DEFENSE TRADE COOPERATION

On September 5, 2007, President George W. Bush and Australian Prime Minister John Howard signed The Australia-United States Treaty on Defense Trade Cooperation. The Treaty will create a comprehensive framework for improved trade between the U.S. and Australia in defense equipment, spare parts, services and related technical data.

It will provide greater access and sharing of equipment, technology, information and services between the two countries. It will permit the license-free export of defense goods and services between the Australian and U.S. Governments, and between U.S. and Australian companies that meet security and regulatory requirements.

Both sides will develop implementing arrangements over the coming months to define precisely how the Treaty will operate in both Australia and the U.S., looking at possible to respective legal and regulatory regimes.

For Australia, the Treaty will significantly reduce delays in acquiring in-service support for U.S. defense equipment, by eliminating lengthy licensing processes. It will reduce lead times before Australian and U.S. companies

can discuss potential business opportunities, and allow early access to U.S. technical data and technology for consideration during the Australian Defense Capability development process.

The Treaty will provide operational benefits from greater access to U.S. capability for sustainment and support; improvements to capability development due to earlier access to U.S. data and technology; and improved access for Australian companies involved in bidding on U.S. defense requirements, or in supporting U.S. equipment in the Australian Defense Force inventory. The Treaty could also offer enhanced opportunities for Australian companies to bid for support work for equipment the Australian Department of Defense acquires through the U.S. Foreign Military Sales (FMS) program. Out-sourcing of FMS equipment support is currently slowed down by the need to gain State Department approval for retransfers. The current average time to gain a retransfer approval is about 12 months. Under the Treaty, retransfer of equipment and data purchased under the FMS program will be possible without prior State Department approval.

By reducing the export control burden on U.S. companies, the Treaty could also encourage smaller U.S. companies to enter the export market, further enhancing the opportunities for Australian companies to team with U.S. firms of a similar size.

In short – many of the 2361 export licenses and 312 technical data agreements approved for Australia in 2006 will no longer be required under the Treaty.

Under the Treaty, U.S. exporters will only need to advise the State Department that they have engaged in an eligible defense export activity - they will not need to apply for a license.

The U.S. only has a similar agreement with the United Kingdom. Under U.S. law, the U.S. Senate must approve the Treaty. Target for

implementation is within six months pending Senate approval. (Ministerial Release)

For more information see:

<http://www.state.gov/t/pm/rls/fs/91763.htm>

TENDERS

Expression of Interest

ID EOI Number 15-2007

Agency: Australian Federal Police

Category 25102002 - Armored fighting vehicles

Close Date & Time: 26-Oct-2007 2:00 pm (ACT Local time)

Publish Date: 12-Sep-2007

Location ACT, Overseas

Address for Lodgment: EOI 15-2007

Tender Box, Building E

Weston Police Services Complex

Unwin Place, Weston ACT 2611

The Australian Federal Police invites interested parties to submit expressions of interest for the provision and ongoing maintenance of a protected (armored) response vehicle fleet. The AFP may utilize the EOI process to develop a shortlist for a restricted request for tender.

Other Instructions: N.A.

Conditions for Participation: Please refer to clauses 1.11, 10 and 11.

Timeframe for Delivery: Third quarter 2008.

Request for Tender

ATM ID RFT 07/027 EWS

Agency: Department of Defense

Category 25200000 - Aerospace systems and components and equipment

Close Date & Time: 27-Nov-2007 12:00 pm (ACT Local time)

Publish Date 31-Aug-2007

Location NSW

Description: Transportable Air Operations Towers - TAOT X3

Consisting of: Tower Cabins (including mobility elements and Air conditioning), Tactical Missions Systems (including, Communications, Voice Switch PABX, Meteorological System and Radar Display), Power Supply (includes,

Generator and Uninterrupted Power Supply); and Logistics and maintenance support.
Other Instructions: Contact is by email only. When emailing for a copy the RFT all interested tenderers should include their postal address.

Conditions for Participation: N/A

Timeframe for Delivery: November 2010

Address for Lodgment: GTESPO Tender Box, GTESPO - BLD 274, RAAF Base Williamtown, NSW 2314

Contact Person" Project Manager AFM00936

Email Address:

wlm.gtespotenders@defence.gov.au

Document(s) Contact Name: GTESPO, Project Management Unit

Document(s) Contact: Email

wlm.gtespotenders@defence.gov.au

Expression of Interest

ATM ID CDG000828

Agency: Department of Defense

Category 32000000 – Electronic Components and Supplies

Close Date & Time: 30-Nov-2007 12:00 pm (ACT Local time)

Publish Date 19-Sep-2007

Location ACT

Description: The Commonwealth (of Australia) is seeking to reduce acquisition and through - life costs by taking a coordinated approach to provide the Royal Australian Navy's Electronic Warfare (EW) capability. This ITR seeks information from Respondents on the current capabilities of modern maritime EW Systems. Respondents may provide a response to all or some of the three sections.

Conditions for Participation: N/A

Timeframe for Delivery: N/A

Address for Lodgment: Please place the RFT (ITR) number on the outer packaging

Postal Deliveries: Defense Mail Services, Dept of Defense, CANBERRA ACT 2600

Attn: Mailroom Manager/Tender Officer

Personal Deliveries: Defense Mail Services, Queanbeyan Annex 6, 14-22 Wycombe Street, Queanbeyan NSW 2620

Attn: Mailroom Manager/Tender Officer

Deliveries accepted between 8:30 to 12:30 and 14:00 to 16:00

Weight Limit per box for Tender Responses: 16 Kg

Measurement: 0.5m x 0.6 x 1m

Contact Person: CMDR David Mann

Ph: +61 2 6265 5086

Email Address: david.mann2@defence.gov.au

Request for Tender

ATM ID RFQ-C7047

Agency: Department of Defense - DSG

Category 43190000 - Communications Devices and Accessories

Close Date & Time: 24-Oct-2007 12:00 pm (ACT Local time)

Publish Date: 18-Sep-2007

Location: Melbourne

Description: Qty 120 EA - 5965/999791734

Headset-MicroPh For RA3185 Headset.

Other Instructions: Delivery To Moorebank NSW 2170.

Conditions for Participation: Refer To RFQ Documentation.

Timeframe for Delivery: Refer To RFQ Documentation.

Address for Lodgment: Refer To RFQ Documentation.

Contact Person: All Enquiries (By Ph Only).

Ph: +61 3 9282 7122

To Request RFQ Documentation (Must Be By E-Mail)

Document(s) Contact Email:

vbm.tenderroom@defence.gov.au

Request for Tender

ATM ID RFQ-C7049

Agency: Department of Defense - DSG

Category 26121600 - Electrical cable and accessories

Close Date & Time: 29-Oct-2007 12:00 pm (ACT Local time)

Publish Date: 21-Sep-2007

Location: Melbourne

Description: Qty 50 EA - 5995/661302991

Cable Assembly, Special Purpose, Electrical CX-F306, 4M LG, Two Terminal Lugs

W/Mounting Slot.

Other Instructions: Delivery To Moorebank NSW 2170.
Conditions for Participation: Refer To RFQ Documentation.
Timeframe for Delivery: Refer To RFQ Documentation.
Address for Lodgment: Refer To RFQ Documentation.
Contact Person: All Enquiries (By Ph Only)
Ph: +61 3 9282 7122
To Request RFQ Documentation (Must Be By E-Mail)
Document(s) Contact Email:
ybm.tenderroom@defence.gov.au

Request for Tender

ATM ID RFQ-G5089

Agency: Department of Defense - DSG
Category 26121600 - Electrical cable and accessories
Close Date & Time: 22-Oct-2007 12:00 pm (ACT Local time)
Publish Date: 21-Sep-2007
Location: Melbourne

Description Qty 20 EA - 6150/661471001
Cable Assembly, Power, Electrical Adaptor, Connector, 3 Phase, 40 Amp, 1 MR LG, 5 Pin Mil To 5 Pin Commercial
Other Instructions: Delivery To Moorebank NSW 2170.
Conditions for Participation: Refer To RFQ Documentation.
Timeframe for Delivery: Refer To RFQ Documentation.
Address for Lodgment: Refer To RFQ Documentation.
Contact Person: All Enquiries (By Ph Only - Below Email Address Is Incorrect).
Ph: +61 3 9282 6430
To Request RFQ Documentation (Must Be By E-Mail)
Document(s) Contact: Email
ybm.tenderroom@defence.gov.au

Request for Tender

ATM ID RFQ-C7050

Agency: Department of Defense - DSG

Category 26121600 - Electrical cable and accessories

Close Date & Time: 31-Oct-2007 12:00 pm (ACT Local time)
Publish Date: 24-Sep-2007
Location: Melbourne

Description: Qty 50 EA - 5995/661303000
Cable Assembly, Special Purpose, Electrical CX-F319, 5M LG, Two Straight Connectors.
Other Instructions: Delivery To Moorebank NSW 2170.

PLEASE NOTE: Documentation for this RFQ is ONLY available in CD format and CANNOT be e-mailed. When e-mailing your request for this RFQ ensure that you include your mailing address in your e-mail.

Conditions for Participation: Refer To RFQ Documentation.
Timeframe for Delivery: Refer To RFQ Documentation.
Address for Lodgment: Refer To RFQ Documentation.
Contact Person: All Enquiries (By Ph Only)
Ph: +61 3 9282 7122
To Request RFQ Documentation (Must Be By E-Mail)
Document(s) Contact Email:
ybm.tenderroom@defence.gov.au

Expression of Interest

ATM ID L17-07-ITR-BMS-F-FO

Agency: Department of Defense - DSG
Category 46110000 - Conventional war weapons
Close Date & Time: 4-Feb-2008 12:00 pm (ACT Local time)
Publish Date: 26-Sep-2007
Location: Melbourne

Description: You Are Invited To Provide A Response Indicating The Extent of Your Willingness And Capacity To Provide The Forward Observer/Terminal Attack Controller Component of The Battle Management System - Fires (BMS-F).

The Commonwealth Seeks To Replace Its Current Fleet of Field Artillery With A Modern Indirect Fire Support System (IFSS). The

System Being Sought Will Comprise A Lightweight 155MM Towed Howitzer (LW155) And Self Propelled Howitzer (SPH) Capability To Provide Support To The Close Battle And Employ Indirect Fire To Shape The Battle Space. The Battle Management System - Fires (BMS-F) Is To Form An Integral Part Of An IFSS Capable Of Supporting Australian Defense Forces (ADF) And Coalition Operations In The Increasingly Complex Battle Space.

Conditions for Participation: Refer To ITR Documentation.
Timeframe for Delivery: Refer To ITR Documentation.
Address for Lodgment: Refer To ITR Documentation.
Contact Person: All Enquiries (Must Be By E-Mail).
Email Address:
DMO.Land17project@defence.gov.au
To Request ITR Documentation: (Must Be By E-Mail)
Document(s) Contact: Ph: +61 3 9282 3827
Document(s) Contact: Email:
vbm.tenderroom@defence.gov.au

Expression of Interest

ATM ID L17-07-ITR-LW155

Agency: Department of Defense - DSG
Category 46110000 - Conventional war weapons
Close Date & Time: 14-Nov-2007 12:00 pm (ACT Local time)
Publish Date: 26-Sep-2007
Location: Melbourne

Description: You Are Invited To Provide A Response Indicating The Extent of Your Willingness And Capacity To Provide Lightweight 155MM Towed Howitzers (LW155).

The Australian Defense Force (ADF) Is Looking To Replace Its Current Fleet of Field Artillery With A Modern Indirect Fire Support System (IFSS). This ITR Seeks To Determine The Marketplace For An Air Deployable LW155. The LW155 Capability Being Sought By The Commonwealth Is To Be Tactically Deployable By Air And Land In Order To

Support ADF Forces, And Is Also To Comprise A Fire Control System Which Can Communicate In The Digital Battlespace.

Conditions for Participation: Refer To ITR Documentation.
Timeframe for Delivery: Refer To ITR Documentation.
Address for Lodgment: Refer To ITR Documentation.
Contact Person: All Enquiries (Must Be By E-Mail)
Email Address:
DMO.Land17project@defence.gov.au
To Request ITR Documentation: (Must Be By E-Mail).
Document(s) Contact Ph: +61 3 9282 3827
Document(s) Contact Email:
vbm.tenderroom@defence.gov.au

Request for Tender

ATM ID L17-07-RFT-SPH

Agency: Department of Defense - DSG
Category 25102003 - Self propelled artillery
Close Date & Time: 11-Feb-2008 12:00 pm (ACT Local time)
Publish Date: 26-Sep-2007
Location: Melbourne

Description: You Are Invited To Submit A Tender For The Acquisition And Support of A Protected Self Propelled 155MM Weapon Platform Capability (Also Referred To As The Self Propelled Howitzer Or SPH Capability) Under The LAND 17 Project.

LAND 17, Artillery Replacement Project, Seeks To Enhance The Indirect Fire Support Capability of The Australian Defense Force (ADF). The SPH Capability Will Be One Component of The Enhanced Indirect Fire System (IFS).

The LAND 17 Project Seeks To Provide Army With An Offensive Support System That Can Out-Range Or At The Very Least Match The Capability of Similar Systems Within The Geographical Region. The Delivery Platform Will Be Capable of Maneuver Commensurate With That of The Supported Forces And Shall Be Capable of Communicating On The Digital Battlefield. The Project Seeks To Improve Command And Control (C2) Aspects of The

Current IFS By Digitizing And Enhancing The ADF's Joint Fires C2 Network. The Project's Objective Is To Also Meet The Various Integrated Logistic Support (ILS) Requirements Including Training Support, Facilities And All Aspects of Through Life Support. The Commonwealth Intends Entering Into Separate Contracts For The Acquisition And Support of The SPH Capability, To Meet The Following Requirements:

(1) Supply of SPH Capability (Quantity 18, Quantity 24 Or Quantity 30 Systems) To Achieve An In-Service Date of June 2011, With An Option For The Commonwealth To Purchase Up To 6 Additional Systems Within 5 Years Following Final Acceptance Under The Contract (Acquisition); And

(2) Provision of An Initial 7 Years Support of The SPH Capability Under A Performance Management Regime, With Options For Additional Periods of Support For The Life of The Equipment.

Both Contracts Will Be Entered Into In Response To A Single Tender, Hence The Commonwealth Will Only Consider Tenders That Address Both The Acquisition And Support Requirements Specified In The RFT. The Commonwealth Intends Entering Into Each Contract At The Same Time.

The Commonwealth May Enter Into A Contract With A Single Legal Entity For Both Contracts Or Separate Legal Entities For Each Contract Where The Requirements Specified In Clause 4.10 of The Conditions of Tender Are Met.

Other Instructions: Delivery To Moorebank NSW 2170.

PLEASE NOTE: Documentation For This RFT Is ONLY Available In CD Format And CANNOT Be E-Mailed. When E-Mailing Your Request For This RFT Ensure That You Include Your Mailing Address In Your E-Mail. Conditions for Participation: Refer To RFT Documentation.

Timeframe for Delivery: Refer To RFT Documentation.

Address for Lodgment: Refer To RFT Documentation.

Contact Person: All Enquiries (Must Be By E-Mail).

Email Address:

DMO.Land17project@defence.gov.au

To Request RFT Documentation (Must Be By E-Mail)

Document(s): Contact Ph: +61 3 9282 3827

Document(s): Contact Email:

vbm.tenderroom@defence.gov.au

ABRAMS TANKS GET TICK OF APPROVAL

The Land 907 Tank Replacement Project is delivering to Australia a modern tank capability including 59 M1A1 Abrams main battle tanks, seven Hercules armored recovery vehicles, 14 Heavy Tank Transporters, eight tactical fuel trucks, gunnery and driving simulators, ammunition, facilities, training and logistics support. Recently, the Australian National Audit Office conducted an examination of the project, and concluded that the M1A1 Abrams Integrated Management rebuild takes an older combat system and replaces it with a digitized, integrated combat system, providing Australia with a world class tank capability.

WARCRAFT RECRUITING

With the growing success of online games in attracting potential candidates, Australian Defense Force Recruiting has launched a dedicated games site, 'Defense Jobs Games'. The new site will pull together a wide range of games – including Extreme Battleships, Supreme Air Combat and a new Army game – and will offer potential candidates as much of an experience as they want, without demanding a great investment of time.

Users can also build avatars of themselves, to add a personalized touch to the experience. See: www.defencejobs.gov.au/games.

INSIGHTS

The Australian Strategic Policy Institute (ASPI) is an independent, non-partisan policy institute, set up by the Australian Government to provide ideas on Australia's defense and strategic policy choices. The Institute is charged with the task of informing the public on strategic

and defense issues. It aims to help Australians understand the critical strategic choices which their country will face over the coming years, and will help government make better-informed decisions. Recently ASPI has released two reports: a *Strategic Insight looking into 'Chinese Perceptions of Regional Order and their Implications for Australia'*; and a Special Report looking at *'Australia's Strategic Fundamentals'* - at a time when the nation has been strengthening its role as an order-builder, both at global and regional levels. All ASPI publications became free to download from July 1, 2007. Visit: <http://www.aspi.org.au/>

ADS-B

Australia's next-generation air traffic control network will be in place by 2009 and thousands of smaller aircraft will be required to carry satellite-based equipment from 2012 under a proposal released by government aviation bodies.

A timetable for the introduction of a new radar-like service based on automatic dependent surveillance broadcast (ADS-B) and global navigation satellite systems (GNSS) would involve subsidies being available for eligible aircraft owners as early as next year. The Australian Government is poised to make a decision on the new technology, and is seeking industry comment on the joint proposal by Airservices Australia, the Civil Aviation Safety Authority, the Australian Defense Force and the Department of Transport and Regional Services. ADS-B combines global positioning system satellite technology with an aircraft's onboard systems to broadcast information about the plane's position, course, height and speed every half second. CASA estimates that about 7,000 aircraft will be affected by the 2012 deadline, and another 4,000 by the 2014 requirement.

AUSTRALIA JOINS U.S. IN WGS

On October 3, 2007 Australian Defense Minister Nelson announced the Australian Government's would enter into an \$830 million partnership with the U.S. to access the communications capability provided by the new Wideband Global Satellite Communications

(WGS) constellation. Under the arrangement, Australia will fund one satellite plus associated ground infrastructure to extend the constellation to six satellites and the U.S. will fund the remaining five. The first WGS satellite is due to be operational in early 2008. The complete constellation of six satellites will be fully functional by 2013. *The Australian Department of Defense currently shares capacity on the Optus C-1 satellite owned by Singtel.*

PROJECT OVERLANDER

The Australian Defense Force will receive enhanced capability and protection following the Government's selection of preferred tenderers for the supply of new field vehicles and trailers. The acquisition is a phase (3) of the \$3 billion Overlander Project. Subject to successful negotiations, the preferred tenderers are Haulmark Trailers Australia (for trailers), Daimler Chrysler Australia/Pacific (for unprotected lightweight and light vehicles) and BAE Systems Australia, (for medium and heavy vehicles). The new vehicles and trailers will be used to transport personnel and supplies, carry and deploy weapon systems, deliver humanitarian assistance and aid, and evacuate casualties. Phase 4 of the project will consider further specialized light vehicles, with a procurement decision expected in 2010.

COMPANIES ... ETC

For sale: Tenix Defense

UBS is reported to be handling the sale of TENIX, the largest Australian defense company. The Salteri family is seeking expressions of interest for their business.

After being built up as a pillar of defense business in Australia (Tenix built the Anzac frigates), the owners consider it will benefit by being owned by a company with complete focus on the defense sector. Sale price is estimates at about \$900 million.

Australian Defence Magazine editor, Mr. Greg Ferguson, is reported as saying Tenix would be a "very strong" contender in the Australian Submarine Corporation sale, depending on who purchased the company. He said companies such as General Dynamics and

Northrop Grumman would be leading contenders, given their links with the USN, upon whose technology the Australian Navy heavily depends.

Lieutenant General David Hurley, formerly Chief Capability Development Group, has been appointed to a new three-star position, Chief of Joint Operations. **RAdm Matt Tripovich** will be promoted to Vice Admiral and take up the position of CCDG. Defense has split the roles currently performed by one officer. Splitting the two roles is designed to provide a more suitable balance between the management of Defense business at the strategic level and command of operations. **LtGen Ken Gillespie**, as Vice Chief of the Defense Force, will focus on delivering strategic advice to both the Chief of the Defense Force and Government. The new VCDF group will include Joint Doctrine, Education, Training and Evaluation; Joint Logistics; Reserve Policy; and Joint Capabilities, Commitments and Concepts.

Norm Gray

Air Vice-Marshal Norman Gray (Rtd) will join the National Board of the Royal Flying Doctor Service as an independent Director. Previously he was Deputy CEO of the Defense Materiel Organization, and Managing Director of Thales Australia.

The Royal Flying Doctor Service was established in 1928 to provide emergency medical aid and a health care and community service to the people of inland Australia. The RFDS was the first comprehensive aerial medical organization in the world, and to this day remains unique for the range of primary health care and emergency services it provides, and for the huge area of sparse population and climatic extremes over which it operates - 24 hours a day, 365 days a year.

The National Office is situated in Sydney, from where it manages and distributes Australian Commonwealth Government funds to its various sections, and coordinates national strategies on health, aviation, communications, public affairs, fundraising, legal and industrial

matters. In a given year, the Service attends around 240,000 patients, flying its **50 aircraft** more than 12 million miles, over an area of 2.74 million square miles.

Ultralife Batteries (Newark, NY) has been awarded a U.S.\$2m contract to supply lithium-sulfur dioxide batteries to the Australian Department of Defense. Ultralife will provide the batteries through an existing supply agreement, with completed deliveries by Q4 2007. The contract is the second time this year that Ultralife has been successful in offering BA-5590 batteries to Australia as an alternative to its BA-5390 lithium-manganese dioxide batteries.

Boeing Australia Limited has opened a new regional office south of Sydney to strengthen its support of the Royal Australian Navy. Boeing has long held a policy of being close to its customers.

Gibbs & Cox has closed its Adelaide office following the selection of Navantia's designs for the Australian air warfare destroyers and amphibious craft.

AAI Corp has won a contract to upgrade the Australian Navy's onboard training and software support centers for the Australian frigates. The contract involves improvements to the inertial navigation and surface to air missile system configurations, making them interoperable with the USN's ship training program.

Bell Helicopter Textron will be offering its B429 helicopter to the Australian military for its forthcoming rotary wing training aircraft capability requirement. With over two hundred of the aircraft on its order book, Bell will tender with local sales agent Hawker Pacific. This acquisition is Phase 7a of Project Air 9000.

Austal and GD

Western Australian company Austal recently hosted Secretary of the Navy Donald Winter to its shipyard. Austal, builder of fast ferries and transporters, is bidding in conjunction with General Dynamics, for the U.S. LCS, using

Mobile, AL, as the proposed construction site. Success could place the company into a position where it could bid for the Australian Submarine Corporation. A derivative of the LCS could also be offered as a replacement for the Royal Australian Navy Anzac frigates.

Brown Downs UK DESO

British Prime Minister Gordon Brown reportedly will close the Defense Export Services Organization this year, transferring defense export promotion responsibility to the UK Government's Trade and Investment Agency.

US Australia Corporate Joint Venture

Australian construction company Thiess has confirmed its formation of a joint venture with Dyncorp (Falls Church VA), to bring a synergy to the delivery of defense capabilities to Australia. Thiess has been looking to expand its capability in the defense service and maintenance sector, and this new venture will offer performance-based maintenance for the life of equipment, as well as heavy moving plant management, operation and support. The development is in response to the Australian Department of Defense trend to acquire equipment away from its traditional Australian suppliers.

Raytheon has won a \$5.3million contract for additional Javelin missiles. The sale will be an FMS sale to Australia. The equipment will support of infantry battalions and cavalry scout teams of light armored vehicle regiments. Expected completion is October 2009.

Chinooks for Special Ops

The Australian Department of Defense is waiting on approval from the National Security Committee on a recommendation to acquire more Chinooks for special ops forces. Good news for Boeing.

AUSTRAC Expanded

The Australian Minister for Justice & Customs has announced the establishment of an Australian Transaction Reports and Analysis Centre (AUSTRAC) office in Brisbane. AUSTRAC is Australia's anti-money laundering and counter-terrorism financing regulator and

specialist financial intelligence unit. It now has offices in Sydney, Melbourne and Canberra.

RECENTLY WE HAVE BEEN TALKING WITH:

Aero & Military Products

Aero & Military Products is the Australian agents/distributors for a number of U.S. and international companies. It would like to expand its customer base, **and is looking for product lines to promote.** The firm's general product list covers:

- Electrical instrumentation and comms
- Airframe components
- Avionics
- Batteries
- Cables
- Chemicals
- Engine components
- Ground support equipment
- Night vision gear
- Survival equipment
- Valves.

Aero & Military Products is predominantly a military supplier, but also caters to commercial customers. It sells to defense forces, government departments, large corporations and small commercial entities. It was established in 1989 and has experienced steady growth, offering a specialized procurement service for military and industry. The Managing Director travels regularly to the U.S. to visit principals. The company owns and operates an independent 18-aircraft flying school, aircraft hire and charter facility.

Contact: Andrew Frolley, Sales Manager
Aero & Military Products, Unit 1, 35-41
Westpool Drive, Hallam, VIC 3803 Australia
afrolley@aeromilitaryproducts.com.au
Ph: +61 3 9796-5955; fax: +61 3 9796-5799

Shipley Australia

Shipley is a training company, formed 30 years ago in the U.S. Shipley reduces risk by teaching people how to win tenders - not just by doing the tendering for them, so it is a long-term benefit. It provides business and commercial training; business development; business or social development training; consulting; tender response training.

74 Castlereagh Street, Sydney NSW 2000

Australia; Ph: +61 2 9232 2030

<http://www.shipleywins.com.au>

Owen International is an Australian company supplying and supporting customers in Australia and New Zealand. It supplies a wide range of military specification or commercial off-the-shelf products, offering low-risk, supportable and proven capabilities for defense, government and industry. Often overseas manufacturers are providers of equipment and systems for which there is no existing indigenous capability. Technology supplied includes: Laser rangefinders, night vision sights/goggles, Leopard and M113 track systems, compasses, expedient surfacing and revetments, container transport trailers, body armor, demolition explosives. NBC defense equipment, chemical agent detection systems, and chemical agent databases. Aircraft electronic warfare self-protection and ground support equipment, avionics ancillaries, weighing equipment. Ship handling and navigation simulation systems, radar systems, and ASMD decoy systems. Diesel engine oil test systems, digital electronic compass systems, rigid inflatable boat davits, ROV rescue submersible handling equipment. Remote release underwater marking system, military data link modems (air and ground).

Owen has established a variety of maintenance and support capabilities at its Sydney facility. These include test and calibration equipment for the support of electronic systems ranging from oil testing centers to the majority of Defense Force chemical warfare agent detection systems. The company is a member of the Defense Industrial Security Program and is accredited to the Quality Standard ISO 9001:2000.

Contact James Thomson

Business Development Manager

Owen International Pty Ltd, Sydney

Tel. +61 2 9438 3477, fax +61 2 9438 3356

www.owenint.com.au; info@owenint.com.au.

TRADE EVENTS

Did you know that one of the services USCS offers around the world is a **Platinum Key?** Basically, it is designed to assist Companies find out about, receive reports on, and keep in touch with markets where they may have a great interest but no strong local presence. It offers a customized way to achieve business goals through long-term, sustained support. The service is solution-oriented and tailored to individual needs through a mutually agreed upon scope of work. Issues can include but are not limited to: market identification, product/service launch, project development, product standards, technical standards and registration assistance, and/or market development and facilitation. **Contact phil.keeling@mail.doc.gov for more information.**

Australia's Defense + Industry Conference took place this year in Adelaide, South Australia. Two significant developments this year were the move from Canberra as the traditional conference venue, and the inclusion of an exhibition, at which there were 130 exhibits. The annual conference is presented by the Defense Materiel Organization, at which it presents its forward plans to industry.

Safety & Security Asia

October 31 – November 2 2007

Singapore

The major regional security and safety event. This show is expected to attract 300 exhibitors from 30 countries and 7,500 visitors from 40 countries.

Visit: www.safetysecurityasia.com.sg/1.htm

IGNSS

December 4- 6, 2007

Sydney

The International Global Navigation Satellite Systems (IGNSS) Society Inc. will hold the IGNSS 2007 symposium on GPS/GNSS, at the University of NSW, Sydney. The School of

Surveying & Spatial Information Systems will co-host the 2007 Symposium. Trade and Industry Exhibition. www.ignss.org/?D=7

Security in Government 2007

December 5-7, 2007

Canberra

This annual conference and trade exhibition will be hosted by the Protective Security Coordination Center, a Division of the Australian Attorney General's Department. In its 20th year, SIG is the largest conference of its type in Australia. This year's conference will examine the need to harness science, engineering and technology capabilities to better deal with emerging threats of pandemics and bioterrorism, WMD proliferation and cyber-crime, and with environmental issues and natural disasters.

Inquiries: Diana Rahman, SIG Secretariat, PSCC, Attorney Generals Department, Robert Garran Offices, National Circuit BARTON ACT 2600. Ph: +61 2 6250-5839; fax: +61 02 6273-4009 email diana.rahman@ag.gov.au, or SIG2007@ag.gov.au

Pacific 2008 International Maritime Exhibition

January 29- February 1, 2008

Sydney Exhibition Center

Pacific 2008 is a major international maritime, naval and defense-related event in the region. In the 2006 event there was a record 324 exhibitors, from major maritime and naval defense companies from throughout Australia and 15 other nations. There were 10,000 accredited trade and military visitations, 36 top-level trade, diplomatic and military delegations from 27 different nations, 101 accredited journalists and photographers from both the general media and specialist maritime and naval defense publications from throughout Australia and the world. There will be a U.S. Pavilion at the exhibition.

Contact the organizer's U.S. agent, Kallman Worldwide, 4 North Street, Suite 800, Waldwick, New Jersey 07463-1842. Ph: (201) 251-2600; fax: (201) 251-2760; email: info@kallman.com

Show site: www.pacific2008.com.au/

Singapore Airshow

February 19-24, 2008

Changi, Singapore

A world-class showcase of aviation and defense technologies and one of the biggest and most internationally attended aerospace events in the world. The show will feature a USCS Aerospace Team program with an *Executive Mission* and *Showtime* for our clients. USCS organizes Showtime at major events, where companies can meet with Commercial Specialists to find out what's happening in the markets the specialists come from. To register, go to:

<http://www.buyusa.gov/eme/aessa.html>

Show site: <http://www.singaporeairshow.com.sg/>

Australian International Air Show

March 24-29, 2009

Avalon Airport, Victoria

500+ exhibits; 240,000 visitors

Air Show and Aerospace & Defense Expo, including (LanDef)

Aerospace, Maritime & Defense Foundation

U.S. Pavilion. U.S. agent: Kallman Worldwide

www.airshow.net.au

Radar 2008

September 2-5, 2008

Adelaide, South Australia

Radar technologies and systems for civil, security and defense.

www.radar2008.com

Portals and Partners

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www.buyusa.gov

www.USA.gov

www.export.gov

www.manufacturing.gov

<http://www.regulations.gov/fdmspublic/component/main>

www.grants.gov

www.spp.gov

www.fedforms.gov

www.fedbizopps.gov

www.gpoaccess.gov

Defense Materiel Organization 2007-2008 Annual Procurement Plan

	Description	Est date of approach to mkt
1	LAND 146 Phase 2 (Combat Identification) Man-Portable Terminal Attack Control System – Invitation to Register Interest. For use by Forward Air Control and Artillery Forward Observer Teams, including software applications, computing, high fidelity target fixing, voice and Variable Message Format datalink radio capabilities.	September 2007
2	LAND 146 Phase 2 (Combat Identification) Laser Target Designator. Man-portable Laser Target Designator for use by Forward Air Control and Artillery Forward Observer teams.	May 2008
3	Over The Horizon Radar Range & Signal Processing Architecture. Procurement of computing infrastructure to run OTHR real-time signal processing software.	January 2008
4	Over The Horizon Radar Operator Console Hardware. Purchase of high-end workstations to replace obsolescent operator consoles.	June 2008
5	AFM00936 – Transportable Air Operations Tower. The Project is to provide a Transportable Air Operations Tower capability for Air Force to replace the obsolete Mobile Air Traffic Control System.	July 2007
6	Ground Telecommunications Equipment Systems Program Office -ZSCGTTC- 0301 – Non Directional Beacons. Refurbishment. Refurb of non directional beacons.	August 2007
7	Ground Telecommunications Equipment Systems Program Office ZSCGTTC-0104 Australian Military Airspace Control Communications System (AMACCS) - Woomera. Design and implementation of Air Traffic Control equipment at Woomera.	October 2007
8	Land 75 – Battlefield Command Support System (BCSS). Procure replacement for laptops for BCSS.	September-October 2007
9	Command & Intelligence Systems Support Office. Provide Technical Support for the Joint Cross Domain exchange (JCDX) capability.	June 2008
10	Command & Intelligence Systems Support Office Support Contract for the Deployable LANs (DLANs) and Support Integration and Test Facility (SITF).	June 2008
11	SEA 1442 Phase 4 – DMO- Invitation to Register – Short listing and participation in System Definition Activity.	March 2008
12	Project NMP1840 – Enhanced High Speed Data.	October 2007
13	Through Life Support of S-70B-2 Seahawk Platform. Conduct engineering and logistics support. Deeper Maintenance. Future Capability Enhancement activities	July-August 2007
14	Through Life Support of AS350 Squirrel Platform. Conduct engineering and logistics support. Deeper Maintenance	July-September 2007
15	Squirrel Hoist Replacement. Replacement of the AS350B Squirrel Fleet hoist	Sept-Nov 2007
16	Maintenance of RR250 Series Engines, Modules, Components and Accessories. Conduct engineering and logistics support. Deeper Maintenance	September-November 2007
17	Maintenance of Bell 206 Kiowa Helicopter – Conduct engineering and logistics support. Deeper Maintenance	November 2007-January 2008
18	Aircrew Cold Water immersion Survival Equipment /apparel (CWISE). For personnel on board ADF Aircraft. Treatment against the hazard of possible cold-water immersion. A commercial or military off the shelf solution(s) is sought.	July-September 2007
19	Spectrum Analyzers. Freq. range of 10Hz to 50GHz. SSB phase noise measurement capability to -120dBc/Hz min. at 10kHz offset in a 1.0Hz bandwidth	July-September 2007
20	Potable Water Vehicles. To supply drinking water to military aircraft fleet. A commercial or military off the shelf (COTS/MOTS) solution will be sought to satisfy this need. Replace existing Units and additional for new platforms	December 2007-February 2008
21	Work Platforms. Knuckle boom-lift and Scissor-lift platforms for aviation and maritime requirements. A commercial or military off the shelf (COTS/MOTS) solution will be sought to satisfy this need. Replace existing Units	December 2007-February 2008
22	Rough terrain 4x4 forklift and Boom-lift capability. Capability to be used for air-load and aircraft engine change functions. A commercial or military off the shelf (COTS/MOTS) solution will be sought to satisfy this need. Replace existing Units	April-June 2008

23	Aircraft Instruments, Oxygen Systems and Fire Extinguisher Assembly maintenance. Scope covers a variety of ADF aircraft. Repairable Item (RI) maintenance. Legacy Ris	July-September 2007
24	Maintenance of PT6A-62 Engines. Engineering and engineering management support. Technical services for maintenance of technical instructions	November 2007-February 2008
25	Maintenance of PC9/A Propellers and Components. Undertake repair, overhaul, modification and testing	November 2007-February 2008
26	Purchase of artillery weapons systems	First half 2007-2008
27	Development and implementation of medium artillery replacement ammunition.	First half 2007-2008
28	Packaging and distribution of Combat Ration Packs.	Nov-Dec 2007
45	Purchase of spares for Night Vision Goggles	October 2007
46	Provision of Load Carriage Equipment	First half 2007-2008
47	HMAS SYDNEY IMAV 23 – Ship Repair Maintenance	July 2007
48	HMAS ADELAIDE POA 23 – Ship Repair Maintenance	October 2007
49	HMAS TOBRUK Major EMA 01/0823 – Ship Repair Maintenance	October 2007
50	HMAS MELBOURNE IMAV 12 23 – Ship Repair Maintenance	November 2007
51	HMAS KANIMBLA Major EMA ID 0823 – Ship Repair Maintenance	January 2008
52	Aviation and Maritime Fuels Standing Offers primarily consisting of: F-34 and F-76	1 st Quarter 2007/08
53	Lifting and rigging gear and fiber ropes	September 2007
54	Port Wakefield Fixed Mount and Building – ANZAC Ship	2 nd Quarter 2007/08
55	Provision of ANZAC SPO External Maintenance Availabilities for HMAS ANZAC IMAV 08 comprising: Planned Maintenance. Corrective Maintenance. Engineering Change	October 2007
56	Provision of ANZAC SPO External Maintenance Availabilities for HMAS PERTH SRA01/IMAV02 comprising: Planned Maintenance. Corrective Maintenance	November 2007
57	Maintenance Availabilities for HMAS ARUNTA DSRA06/IMAV07 comprising: Planned Maintenance. Corrective Maintenance. Engineering Change	First Quarter 2007-2008
58	Provision of ANZAC SPO External Maintenance Availabilities for HMAS WARRAMUNGA SRA05 comprising: Planned Maintenance. Corrective Maintenance	March 2008
59	FFG Adelaide Class Frigates In-Service Support Contract – Engineering & Technical	October 2007
60	Submarine Escape and Rescue Centre. Submarine Escape and Rescue Services. Submarine Escape Training. Maintenance support to the Submarine Escape & Rescue Centre	July 2007
61	Services for Submarine Escape and Rescue Suite Hyperbaric Systems Upgrade	August 2007

The U.S. Commercial Service

The U.S. Commercial Service is an agency in the Department of Commerce International Trade Administration. It was founded in 1980 to help U.S. companies, particularly small and medium-sized businesses, to make sales in international markets. The agency's network includes Export Assistance Centers throughout the United States, and more than 150 offices overseas. Its mission is: *"The Commercial Service shall place primary emphasis on the promotion of exports of goods and services from the United States, particularly by small businesses and medium-sized businesses, and on the protection of United States business interests abroad."*

Thank you for your continued support and encouragement.
